



Manufacturing Technical Assistance Production Program -The Next Generation

MTAPP-TNG

Program Overview

Veterans and Service-Disabled Veterans Conference

07 December 2006



2006 Veterans and Service-Disabled Small Business Conference
Veterans Doing Business with the Department of Defense





Program Overview

Vision

Provide Technical Assistance And Expertise To Small Businesses In Support Of Their Efforts To *Achieve* Process Improvements, *Enhance* Their Information Technology Capabilities, Be *Competitive* In The Marketplace, Be *Ready* To Lead Into The Future, And Achieve Manufacturing *Excellence*.

Mission Statement

Develop A *National Network* Of Technically Competent Small Manufacturing Businesses That Have The Appropriate Infrastructure, Processes, And Program Management Skills Necessary To *Integrate Into The Supply Chains* That Provide Goods And Services For Peacetime And Mission Critical Operations.





Program Overview

- ◆ **Congressionally Funded Program**
- ◆ **Available For All DOD Agencies**
- ◆ **No Out Of Pockets Cost For Small Manufacturer Or Large Prime Contractor Participants**
- ◆ **Small Manufacturer Receives Twenty Four Months of Assistance/Training With Limited Assistance/Training Thereafter**





Program Processes

Program Processes for Small Manufacturing Business



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Steps to Success

Small Manufacturing Businesses

Apply online at
www.mtapp-tng.org

Small Business Application



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Steps to Success

Eligibility Review

2 Steps:
Phone Interview
On Site Visit



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Steps to Success

Acceptance

Acceptance to Program is based on recommendation by SAGE Systems Technologies, LLC sent in the report

Independent evaluation by SPAWAR Systems Center Charleston



If Accepted – Welcome Packet is sent
If Rejected – Letter is sent



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Steps to Success

Assessment Process

In-Depth Look at YOUR Company's Manufacturing and Business Processes

All Functional Areas are addressed

Detailed Report Provided to President/Owner and

Government 30 days after Visit



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Steps to Success

Continuous Improvement Plan (CIP)

Collaborative Approach to Projects and Timeline

24 month Schedule using Microsoft Excel
10 to 15 Projects

1-2 day Meeting to Finalize Plan
30 days after Assessment Report Delivered

Microsoft Excel Format



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Steps to Success

Technical Assistance and Training

CIP Identifies Technical Assistance and Training Events
That will be provided by the MTAPP-TNG program.

These can be changed as YOUR Company's situation evolves.



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Steps to Success

Technical Assistance

Ask the Experts:

Our Staff has Small Manufacturing Business Experience and Understands how to do business with DOD

Expertise in:

Sales and Marketing Planning

Bid Selection

Proposal Preparation

Graphic Creation

Accounting Systems

Information Technology Systems

Lean Manufacturing Techniques & Implementation

ERP System Requirements and Implementation

RFID System Requirements and Implementation



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Steps to Success

Technical Assistance

On-Site Meetings

Manufacturing Process Technical Assistance Topics:

Lean Manufacturing Techniques

Plant Floor Layout

Quality Systems and Certifications

Knowledge Preservation

Engineering Process Review

ERP System Selection and Implementation

RFID System Design and Implementation



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Steps to Success

Technical Assistance

On-Site Meetings

Business Process Technical Assistance Topics:

- Strategic Business Plan Development
- Sales and Marketing Plan Development
- Marketing Collateral Design
- IT Systems Design and Development
- Bid/No Bid Decision Process
- Understanding DoD Proposals
- Federal Accounting Rules and Regulations
- SBA Certification Processes



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Steps to Success

Training

**Web Based Courses Cover
Topics in these areas:**

Abrasives Department
CNC Controls: Haas Department
EDM Department
Electrical Maintenance Department
Fasteners Department
Inspection Department
Materials Department
Metal Cutting Department
Quality Department
Shop Essentials Department
Stamping Department
Welding Department
Workholding Department

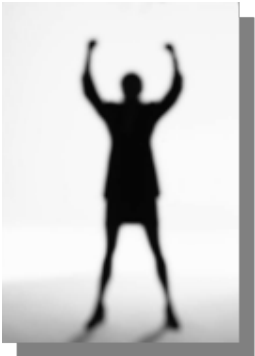




Steps to Success

Sustainment

YOUR Company Has Achieved Sustainable Growth and Profitability



But Sustaining Improvements Takes:

- ★ Focus ★
- ★ Commitment ★
- ★ Monitoring ★



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Small Business Criteria

Small Manufacturer Characteristics

- ◆ Seeking Enterprise Wide Process Improvements
- ◆ Seeking Quality Certification/Compliance
- ◆ Seeking Improved Information Technology Systems/Data Flow
- ◆ Possess Critical Production/Technology Capability

Small Manufacturer Minimum Criteria

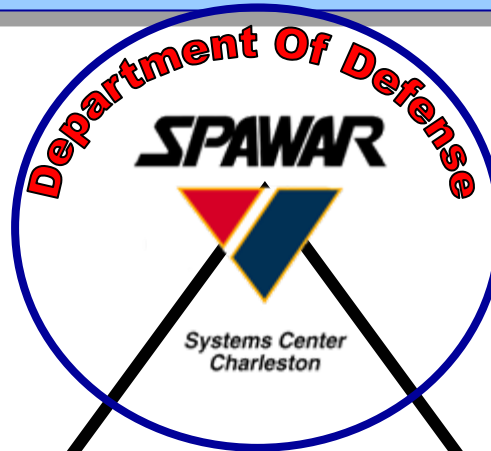
- ◆ Manufacturing Based Company
- ◆ Sales Over \$1,000,000
- ◆ At Least 15 Core Employees
- ◆ A Quality Program in Place
- ◆ Prior Experience in Working on a Federal Contract either as a Prime or Subcontractor
- ◆ Capable of Electronic Communication
- ◆ At Least Two Years in Business





MTAPP-TNG Alliances

Partnering Together to Support the Warfighter



LARGE

PRIME CONTRACTORS



SMALL

MANUFACTURERS



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Partner Benefits

Benefits Received by DoD and Large Prime Contractors

- ◆ Develop a Reliable Network of Qualified Small Business Suppliers
- ◆ Identify Small Businesses Committed to Quality and Continuous Improvement
- ◆ Reduce the Cost and Risk of Doing Business with Small Business Suppliers





Participant Portfolio

Access the **Participant Directory**

no login necessary

The MTAPP-TNG Participant Directory is a comprehensive listing of all our MTAPP-TNG participating companies which provides:

- ♦ "at-a-glance" view of each participant company's important contact information
- ♦ Direct link to participant company website
- ♦ Direct email link to participant company contact



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Company (directory page)	State	Contact	Phone	e-mail	website
Advanced Conversion Technologies	PA	Richard C. Hachell	(717) 539-2300 Ext.220	rhachell@artpower.com	www.artpower.com
Angela Composite Technologies	WA	Michael Rauch	(360) 462-4376	michaelrauch@angela.com	www.artb.com
Blue Chip Sales and Associates	OH	Tommy Talmay	(514) 258-0000	tommyt@bluechip.com	N/A
Boring Machine Corporation	MI	Thomas A. Chason	(734) 788-4188 Ext.13	tchason@boring.com	www.boring.com
Central Creek Machine	MO	Chel Bero	(417) 778-7205	chelbero@centralcreek.com	www.centralcreek.com
Champion Industries	KS	Kath L. Morton	(316) 940-3060	kmorton@championind.com	www.championind.com
Coastline Micro	CA	Sam Sanchez	(888) 729-6899 Ext.238	samuel@coastline.com	www.coastline.com
Control Cable	MD	Carrie Peterson	(410) 944-7784	carrie.peterson@controlcable.com	www.controlcable.com
Easley Customs Plastic	SC	Anthony Harwood	(843) 858-8020	aharwood@easleyp.com	www.easleyp.com
EEI Manufacturing Services	FL	Susan Englander	(727) 463-4705	senglander@eeimfg.com	www.eeimfg.com
Hend Manufacturing	PA	John S. Gulympis	(717) 744-2113 Ext.2540	john.gulympis@hendmfg.com	www.hendmfg.com
HETRA Secure Solutions	FL	Ed Struble	(321) 953-3533	edstruble@hetrasolutions.com	http://www.hetrasolutions.com
Hydralok	ME	Eugene R. Andre	(203) 783-5007 Ext.188	eand@hydralok.com	www.hydralok.com
Lunar Industries	ME	Patricia Williams	(203) 783-5006 Ext.228	pwilliams@lunarind.com	N/A
Manufacturing Techniques	VA	John C. Miller	(804) 453-3000	jcmiller@mtng.com	www.mtng.com
Mathews Manufacturing	MO	Matt Alexander	(314) 235-4900	malexander@mathewsmfg.net	www.mathewsmfg.net
Metalex Manufacturing	OH	Warner Kummerle	(513) 489-0507	wakummer@metalex.com	www.metalex.com
Mikron Manufacturing	CO	Gary Wabren	(719) 388-6181	garyw@mikronmfg.com	www.mikronmfg.com
Multi-Tek	OR	Sarah Overbeck	(503) 643-2211	sarah.overbeck@multitek.com	www.multitek.com
Polar Corporation	CT	Val Zurewsky	(860) 228-4000 Ext.382	vz@polarcorp.com	www.polarcorp.com
Silicon Forest Electronics	WA	Jon Gruett	(360) 694-2000	jgruett@siliconforest.com	www.siliconforest.com
Sensu Industrial	MT	Jason / Richard Senty	(406) 752-4213	jhsenty@sensuind.com	www.sensuind.com
Stanley Engineering Company	MD	Kenneth Stanley	(410) 787-6150	kstanley@stanleyeng.com	www.stanleyeng.com
Synergy Systems	WA	Don Williams	(425) 829-2258 Ext.226	donwilliams@synergysystems.com	www.synergysystems.com
UEC Electronics	SC	Rebecca Uffes	(843) 552-8682 Ext.283	rebecca@uecelectronics.com	www.uecelectronics.com
Vulcan Products Company	WA	Andrew Cross	(425) 866-6000 Ext.14	andrew@vulcanproducts.com	www.vulcanproducts.com
Warwight	MO	Les Siler	(314) 279-5858 Ext.3019	lsiler@warwightindustries.com	www.warwightindustries.com

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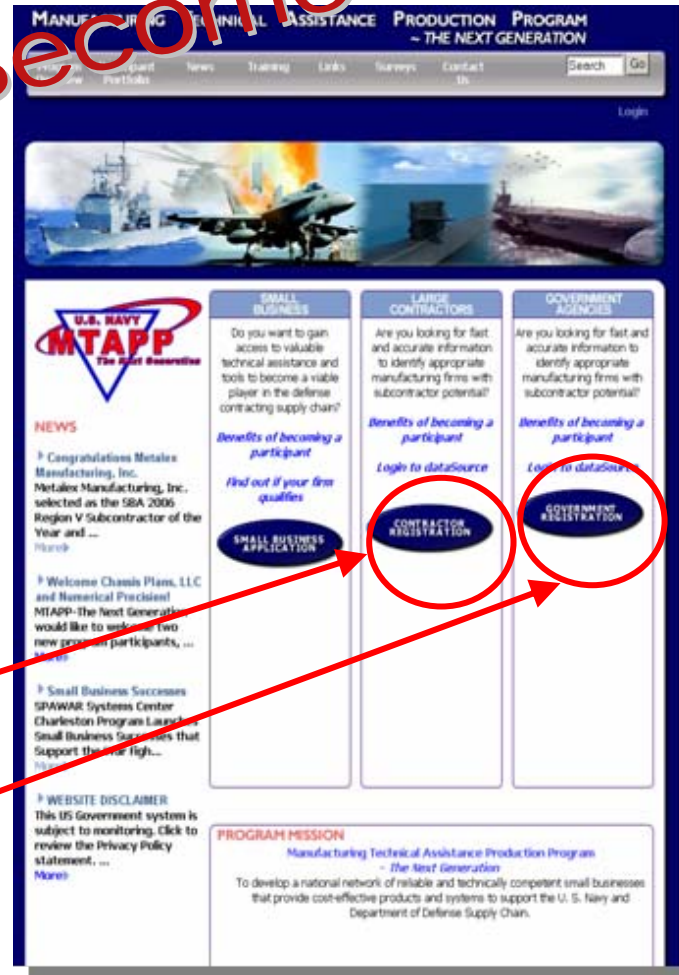


Become a Partner

*Prime Contractors and
Government Agencies*

Register online at
www.mtapp-tng.org

Prime Contractor Registration
OR
Government Agency Registration



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Program Management Offices

Contractor Office

MTAPP-The Next Generation

Ms. Teri Lesicko

500 Northwest Plaza

Suite 505

St. Ann, MO 63074

(314)739-4623 (Office)

(314)699-9865 (Fax)

www.mtapp-tng.org

Government Office

SPAWAR Systems Center Charleston

Mr. Marc Pipkin

One Innovation Dr

Building 3147

Hanahan, SC 29406

(843)218-4219 (Office)

(843)218-6026(Fax)



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BACK-UP SLIDES



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Small Business Success Stories

- ♦ Small Manufacturers Have Experienced A 25% Increase In Contracts Awarded
- ♦ Companies Have Increased New Customers By 14%
- ♦ Companies have achieved:
 - ♦ 8(a) Certification
 - ♦ Reduced Estimating And Quoting Time by 30%
 - ♦ Machining Setup Time Reduced By 50%
 - ♦ Redesigned Plant Floor Layout To Improve Manufacturing Flow
 - ♦ Focused Sales And Marketing Plans
 - ♦ Submission Of Winning Proposals
 - ♦ FAR/DCAA Compliant Accounting Systems and passed Audits
 - ♦ Enterprise Resource Planning Systems Implemented
 - ♦ Affirmative Action Plan Development



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